

Message Text

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C O N F I D E N T I A L BELGRADE 2041

E. O. 11652: GDS

TAGS: ENRG EFIN ETRN PFOR EGEN YO

SUBJ: TALK WITH SIROTKOVIC ON ECONOMIC RELATIONS

1. THIS MORNING I CALLED ON SIROTKOVIC, VICE PRESIDENT OF FEDERAL EXECUTIVE COUNCIL, TO MAKE FINAL PLEA ON BEHALF OF AMERICAN BIDDERS FOR KRSKO CONTRACT UNDER COVER OF GENERAL REVIEW OF CURRENT STATE OF PLAY IN OUR ECONOMIC RELATIONS. PLUGGING SUPERIOR TECHNOLOGY THEME AS WELL AS APPEAL OF REVISED WESTINGHOUSE AND GE PACKAGE PROPOSALS, I STRESSED HIGH- LEVEL US GOVERNMENT INTEREST IN KRSKO PROJECT AS IMPORTANT FURTHER STEP IN DEEPENING US- YUGO ECONOMIC RELATIONS, REFLECTED BY STATEMENTS TO SIROTKOVIC ON HIS WASHINGTON VISIT BY SECY ROGERS AND OTHER CABINET OFFICERS. SIROTKOVIC SAID FEDERAL OFFICIALS, AS WELL AS THOSE IN SLOVENIA AND CROATIA, WHO HAVE PRIMARY ACTION RESPONSIBILITY FOR PROJECT FULLY AWARE OF HIGH- LEVEL US INTEREST IN KRSKO, RECOGNIZE IMPORTANCE OF SUPERIOR TECHNOLOGY IN NUCLEAR POWER FIELD, BUT MUST TAKE INTO ACCOUNT AS WELL ECONOMIC AND FINANCIAL ASPECTS AND TERMS OF THREE PROPOSALS IN REACHING FINAL DECISION. IN LATTER RESPECT, WHILE ORIGINAL GERMAN PROPOSAL HAD DISTINCT EDGE OVER OTHERS ON PRICE, RECENTLY REVISED U. S. OFFERS, PARTICULARLY WESTINGHOUSE, SUBSTANTIAL IMPROVEMENT OVER PREVIOUS PACKAGES AND NOW " TRULY COMPETITIVE."

2. WE ALSO DISCUSSED IN GENERAL TERMS UPCOMING CIVIL AIR AND DINAR NEGOTIATIONS WITH SIROTKOVIC REFLECTING KEEN AWARENESS OF
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NEED FOR POSITIVE AND COOPERATIVE STANCE BY YUGOSLAV NEGOTIATORS.
ON CHARTER FLIGHTS, HE AGREED U. S. PROPOSAL SEEMED REASONABLE
AND HOPED AGREEMENT COULD BE REACHED SINCE TOURIST SEASON IN
OFFING. ON DINARS, SIROTKOVIC OPTIMISTIC THAT YUGOSLAV NEGOTIATION
POSITION SHOULD PERMIT AGREEMENT ON JOINT FUNDING AND PROJECT
PROGRAM BEFORE JUNE 30 IN ORDER SAVE EXCESS CURRENCY DESIGNATION,
IMPORTANCE OF WHICH HE FULLY UNDERSTANDS.
TOON

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